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THE WEEKLY OF BUSINESS AVIATION

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BOEING VETERAN NAMED TO HEAD MITSUBISHI MARKETING

A 13-year veteran of Boeing Commercial Airplane Co. will take over this week as head of marketing for Mitsubishi Aircraft International in Dallas, Tex. Borge Boeskov, 46, was named vice president of marketing by MAI President Nobuo Hayashi. Boeskov was born in Denmark, but grew up in Minnesota. He is a 1965 graduate of the University of Minnesota where he majored in aeronautical engineering. He held a number of engineering positions at Boeing before moving into marketing. He served as manager of domestic 737 sales and marketing and in late 1978 was named area director for Boeing 737 sales working with carriers such as United, Delta, Southwest and Air Florida.

Boeskov takes over the job formerly held by George A. Scragg, Jr., who resigned last month *(BA, Dec. 20/197)*. Boeskov will be in overall charge of MAI's 23 U.S. district and regional sales managers as well as the company's foreign distributor network. He also will be responsible for the flight operations department and the product support and service group, which is based in San Angelo, Tex.

GULFSTREAM TESTING SINGLE-ENGINE BUSINESS JET

Gulfstream Aerospace Corp. began flight testing a new business jet this month powered by a single Pratt & Whitney JT15D engine and officials say they hope to make a production decision on the aircraft shortly after the Paris Air Show. The aircraft, designated the Commander Fanjet or Model 1500, resulted from the company's early work on the Peregrine military trainer and the turboprop/jet Hustler.

Gulfstream Chairman Allen Paulson told *BA* last week that the aircraft will carry up to eight persons, but would probably be configured for two crew members and four passengers by most operators. The aircraft *(see photo on the back of Page 26)* would have a range of about 1,000 nautical miles and would cruise at about 350 knots at altitudes up to 41,000 feet.

Asked why Gulfstream would consider building such an aircraft given the number of light jets currently available, Paulson said the Model 1500 will have the advantages of lower fuel burn with only one engine and centerline thrust, which he said will make the new plane simpler to operate than piston- or turboprop-powered twin-engine aircraft. The company plans to launch a marketing study in the near future, with completion scheduled shortly after a fully equipped prototype is displayed at this year's Paris Air Show. Paulson said he believes the aircraft could be certificated by late 1984. While no firm price has been determined, he said the goal is to price the Model 1500 slightly below top-of-the-line turboprops.

The aircraft which began flying Jan. 14 is powered by a JT15D-1 engine, but Paulson said production models would be equipped with -4 or -5 versions of that powerplant. He said the JT15D engine family is the most reliable ever built, noting its very low inflight shutdown rate. Another Gulfstream official stressed that the aircraft which began flying this month is strictly a test vehicle, with a number of changes and refinements likely before the Model 1500 goes into production. One possibility under consideration is an expansion of the fuselage to provide more room for passengers.

Preliminary specifications for the Commander Fanjet, which would be built at Gulfstream's Bethany, Okla. facility, include: gross weight, 7,500 pounds; length, 40 feet, eight inches; height, 13 feet, four inches; takeoff distance, 2,500 feet; and, landing distance, 3,290 feet.

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BUSINESS AVIATION BRIEFS

ONE OF THE MODIFICATIONS planned for the Gulfstream IV business jet under development by Gulfstream Aerospace is a fuselage two feet longer than the Gulfstream III. The G-IV will be powered by two 13,000-pound thrust Rolls-Royce Tay engines *(BA, Dec. 20/194)*. G-IV is not expected to be available prior to 1986. The company said it has orders stretching into 1984 for the G-III and plans to match 1982 production of 36 units in the current year. Conversions of existing G-II aircraft to the G-IIB configuration are being accomplished by Gulfstream at the rate of one aircraft per month; orders stretch into 1985 for that program.

* * *

AVIATION REPRESENTATIVES at last Friday's Airport Access Task Force meeting are upset with the Justice Department's stand. The Justice Department sent a delegation of nearly a dozen representatives to the meeting and raised objections to any proposal for negotiated settlement of airport access questions. Justice maintains that anything other than auctioning off airport slots will violate antitrust statutes. Aviation interests are strongly opposed to auctions because they fear that air taxis, commuters and general aviation would be priced out of busy airports by major carriers with greater financial backing.

* * *

GENERAL AVIATION MANUFACTURERS ASSOCIATION, in its recent forecast of GA production for 1983, noted the correlation between GA billings/shipments and spending for new plants and equipment, corporate profits and interest rates. Charts prepared by GAMA showing the correlation between those indices and GA activity are reprinted *on the back of Pages 29-31.*

* * *

EXECUTIVE JET AVIATION has opened an operations base at the Teterboro, N.J. Airport, the first satellite base in the company's 19-year history. EJA plans to base two Learjets at Teterboro, a move the company said will permit it to charge substantially lower rates of $2.80 per mile for flights from the New York area. EJA President Paul Tibbets said the new base is also designed to encourage more corporate flying by the more than 60 EJA clients in the New York area.

* * *

FEDERAL AVIATION ADMINISTRATION plans to hold a third meeting this week to explain and answer questions about its Regulation By Objective (RBO) proposal. This week's session will be held Thursday (Jan. 27) at the Captain Cooke Hotel in Anchorage, Alaska. FAA in December extended the comment period on the RBO proposal after a number of groups raised questions or objections to it *(BA, Dec. 13/188)*. For more information on the Anchorage meeting, call Eugene Morris at (907) 271-5514.

* * *

DIANE MORALES, newest Civil Aeronautics Board member, last week named Mary E. Downs, current associate director-programs at the board's Office of Congressional, Community and Consumer Affairs, as her permanent personal assistant.

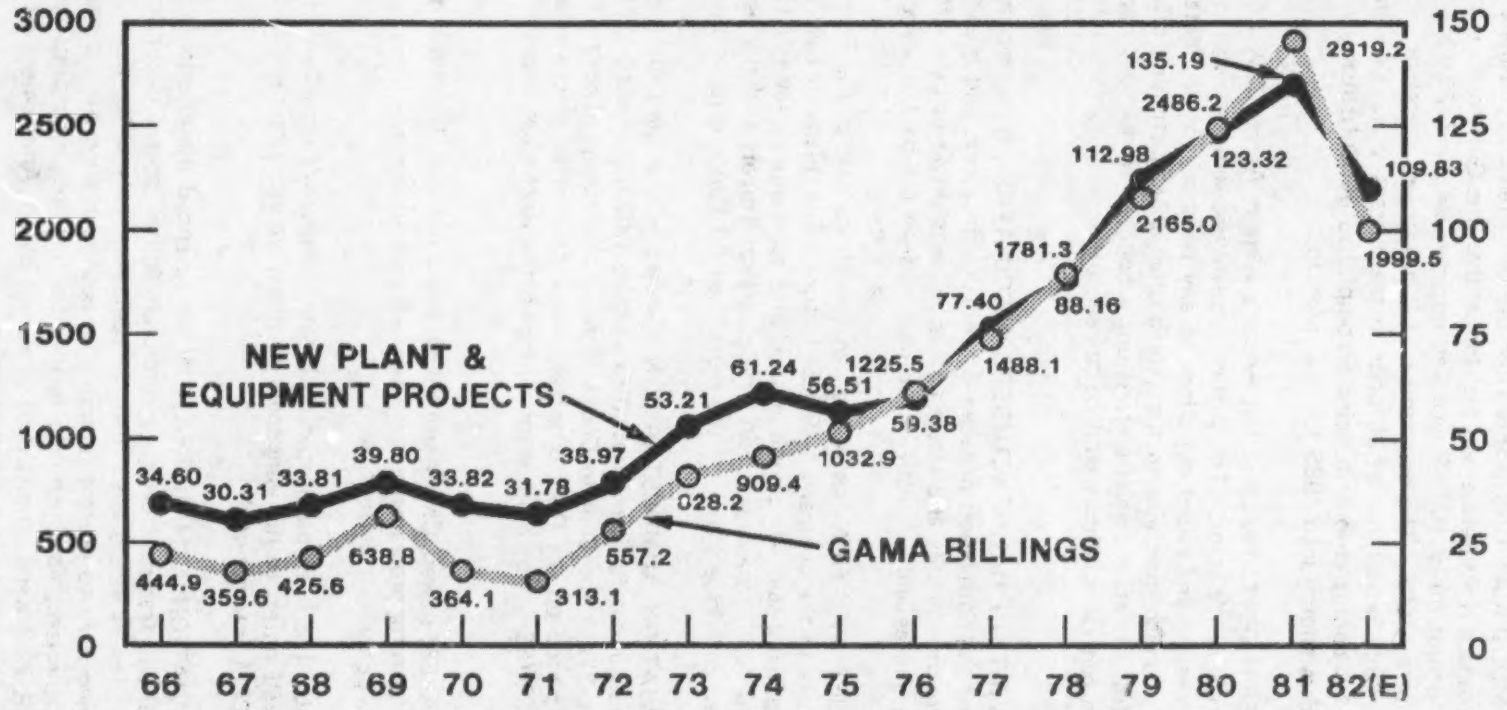
* * *

ROGER BOEUF has been nominated chairman of Snecma's subsidiary Hispano-Suiza, replacing Jean Sollier, who will return to his assignment as executive vice president of Snecma. Sollier is former chairman of CFM International.

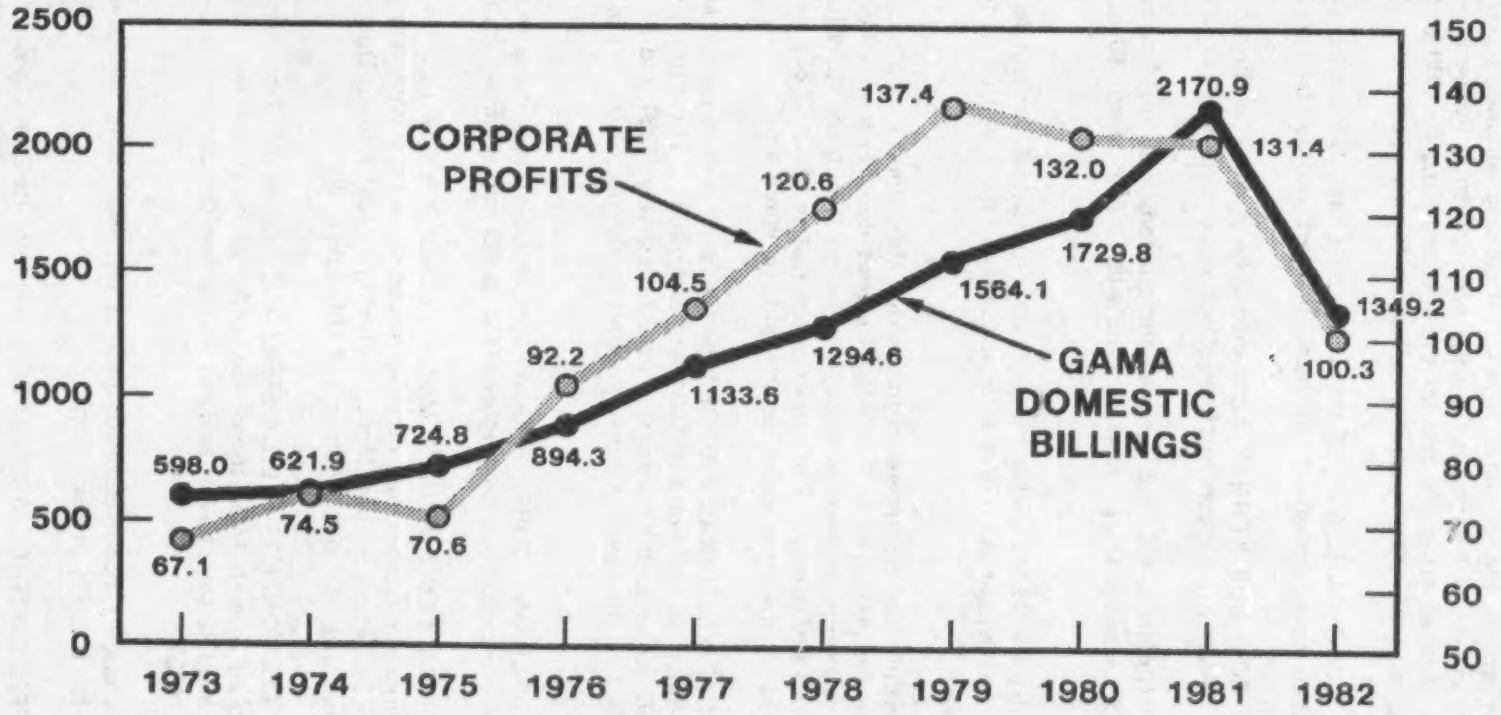
* * *

FEDERAL AVIATION ADMINISTRATION has extended the effectivity of SFAR 29-3 which allows certain normal and transport category rotorcraft limited operations under instrument flight rules when their type certificates would limit them to operations only under visual flight rules. FAA said the extension is necessary to prevent imposing an economic burden on those rotorcraft operators who are already authorized, equipped and qualified to conduct operations under SFAR 29, which would occur if SFAR 29-3 were permitted to terminate before Amendment No. 1 of the Rotorcraft Regulatory Review Program is issued and effective.

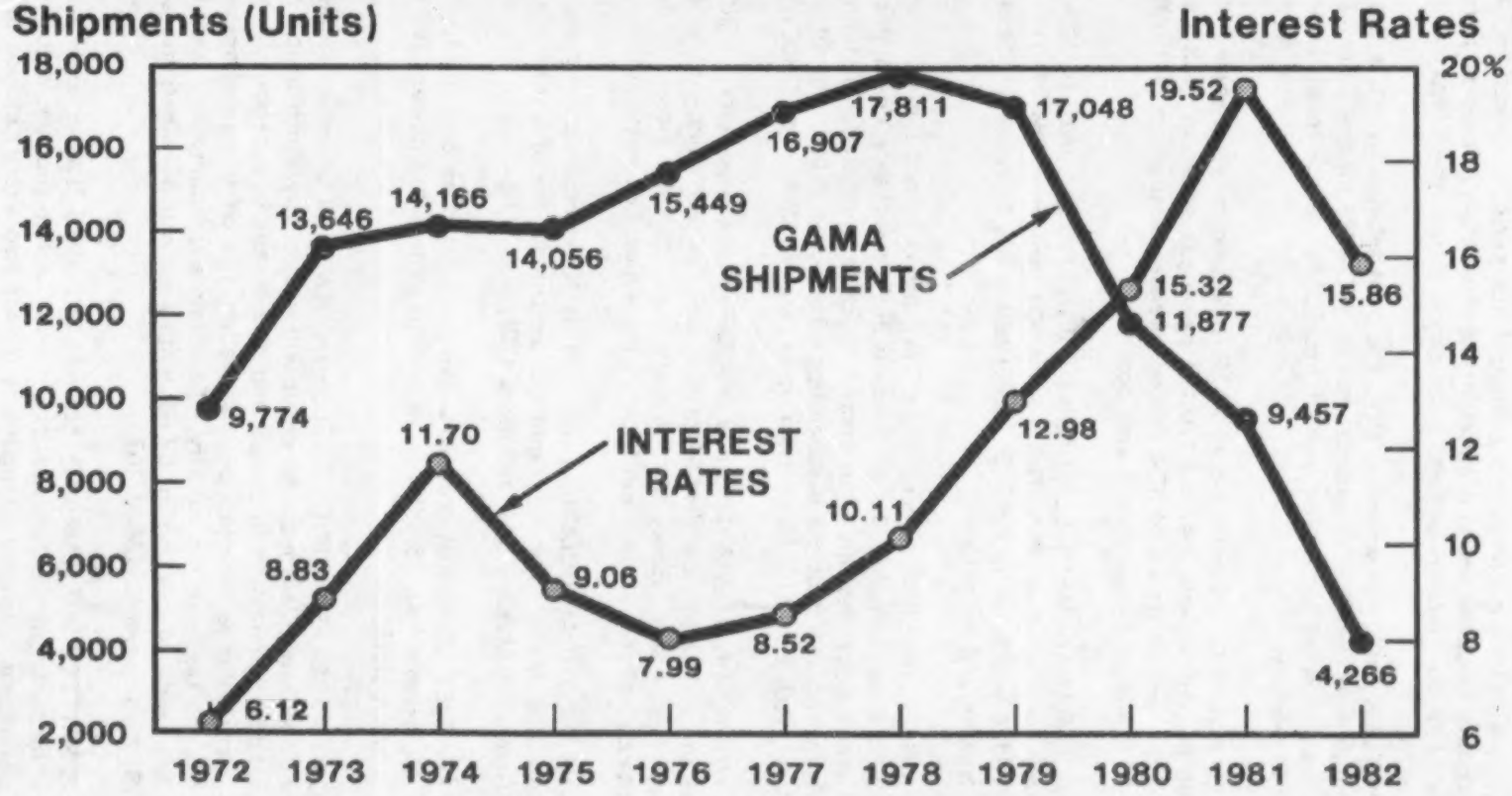
GAMA BILLINGS AND NEW PLANT & EQUIPMENT PROJECT STARTS



GAMA DOMESTIC BILLINGS AND CORPORATE, AFTER TAX, PROFITS



GAMA SHIPMENTS AND LONG TERM INTEREST RATES



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BEECH REACHES AGREEMENT TO ACQUIRE HANGAR ONE FBO CHAIN

Beech Aircraft and Hangar One Inc. announced Friday they have reached agreement in principle for Beech Holdings Inc. to acquire the 11 fixed-base facilities Hangar One operates in the southeast U.S. *(BA, Jan. 31/38).* Agreement is subject to approval by the boards of directors of both companies, but that approval is anticipated. Purchase price was not disclosed.

The acquisition will make Beech one of the largest FBO chains in the nation. Beech Holdings, which is a wholly-owned subsidiary of Beech Aircraft, currently operates 17 FBOs throughout the U.S. Hangar One, whose corporate headquarters is in Atlanta, Ga., has FBOs in that state as well as Tennessee, Alabama, North Carolina and Florida. Hangar One, formerly known as Southern Georgia Airways until 1972, has been associated with Beech since 1945 when it became a dealership. Hangar One currently markets the entire Beech product line.

Frank W. Hulse III, chairman of the board of Hangar One, described the acquisition as "a wonderful opportunity for Hangar One to maintain its identity yet align ourselves with a company as strong and successful as Beech Aircraft."

MINETA URGES ACTION TO REQUIRE THAT ADAP FUNDS ARE SPENT

The chairman of the House aviation subcommittee has accused the Reagan Administration of breaking faith with aviation users and Congress and is seeking support for a program to require that aviation user taxes will actually be spent on airport improvement projects, rather than accumulating in large surpluses.

Rep. Norman Mineta (D-Calif.), in a letter this month to House Majority Whip Thomas Foley (D-Wash.), noted the Reagan Administration's decision to seek only $700 million in airport improvement funding in fiscal 1984, rather than the Congressionally authorized level of $993 million *(BA, Feb. 7/41).* Mineta said the Administration requested the reduced funding despite the fact there are $1.4 billion in projects waiting for approval and "more than enough dedicated user revenues on hand to cover the higher authorization level *(see letter on the back of Pages 50-52).*

Mineta charged that "at minimum, this represents bad faith with the aviation users and with Congress which agreed to higher user taxes in part based on an airport grant funding level of $793 million in FY 84. The President signed that legislation only five months ago and already he is abrogating an important part of that agreement." Mineta said Congress should "set the FY 84 airport grant program obligation ceiling at no less than $793 million for reasons of fairness to the users, as well as to provide needed facilities of long-lasting value and to provide construction sector jobs."

Revenues for airport improvement projects and other FAA "hardware" needs—such as the facilities and equipment account that finances improvements in the ATC system—come entirely from user taxes. Despite the fact that no general revenues are used for those purposes, the current and past Administrations have deliberately requested less money than was available for such programs and used resulting surpluses in the Aviation Trust Fund to help offset deficits in other areas of the federal budget.

To resolve this problem, Mineta said "we need a feature in the budget process which preserves the

(Continued on the following page)

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY — JANUARY UNIT SHIPMENTS

		Jan. 83	Cal. Year	Fisc.† Year
BEECH AIRCRAFT CORP.				
• Single-Engine				
BE-77	Skipper	0	0	2
BE-C23	Sundowner	1	1	5
BE-A24R	Sierra	0	0	6
BE-F33A	Bonanza	1	1	6
BE-V35B	Bonanza	2	2	3
BE-A36	Bonanza	3	3	16
BE-A36TC	Bonanza	3	3	12
• Multi-Engine				
BE-B55	Baron	0	0	0
BE-E55	Baron	0	0	3
BE-58	Baron	1	1	11
BE-58TC	Baron	0	0	0
BE-58P	Baron	2	2	15
BE-76	Duchess	0	0	1
BE-B60	Duke	0	0	1
BE-C99	Commuter	0	0	1
BE-C90	King Air	1	1	9
BE-F90	King Air	0	0	5
BE-B100	King Air	0	0	1
BE-200	Super King Air	1	1	19
BE-200	Super King Air C	1	1	1
BE-200T	Super King Air	0	0	1
TOTAL		16	16	118
Manufacturers net billing - $6,652,498				
BRITISH AEROSPACE				
• Multi-Engine				
HS-125-700	Model A	0	0	4
HS-125-700	Model B	1	1	4
TOTAL		1	1	8
BRITTEN-NORMAN (Bembridge) LTD.				
• Multi-Engine				
BN-2	Islander	0	0	5
BN-2T	Islander	0	0	1
Mark III	Trislander	0	0	0
TOTAL		0	0	6
CESSNA AIRCRAFT CO.				
• Single-Engine				
CE-152		13	13	56
CE-A152	Aerobat	0	0	2
CE-172	Skyhawk	10	10	55
CE-172	Cutlass	2	2	2
CE-172RG	Cutlass	4	4	22
CE-180	Skywagon	0	0	0
CE-182	Skylane	4	4	34
CE-182	Turbo Skylane	1	1	4
CE-182RG	Skylane RG	3	3	10
CE-182RG	Turbo Skylane RG	0	0	7
CE-185	Skywagon	3	3	11
CE-U206	Stationair 6	7	7	20
CE-TU206	Turbo Stationair 6	8	8	23
CE-208	Stationair 8	2	2	5
CE-TU208	Turbo Stationair 8	0	0	0
CE-210	Centurion	1	1	9
CE-T210	Turbo Centurion	4	4	20
CE-P210	Pressurized Centurion	3	3	9
CE-188	AgHusky	3	3	8
CE-188	AgTruck	1	1	6
• Multi-Engine				
CE-303	Crusader	5	5	23
CE-310		0	0	0
CE-T310		0	0	0
CE-335		1	1	1
CE-340		2	2	6
CE-402		3	3	7
CE-404	Titan	0	0	2
CE-414	Chancellor	1	1	6
CE-421	Golden Eagle	2	2	7
CE-425	Conquest I	5	5	18
CE-441	Conquest II	3	3	10
CE-500	Citation I	2	2	11
CE-550	Citation II	5	5	27
CE-650	Citation III	1	1	1
CESSNA/REIMS AVIATION				
• Single-Engine				
CE-F152		2	2	8
CE-F152	Aerobat	0	0	1
CE-F172	Skyhawk	0	0	7
CE-FR172	Hawk XP	0	0	0
CE-F182	Skylane	0	0	0
CE-F182RG	Skylane RG	0	0	0
TOTAL		101	101	471
Manufacturers net billing - $37,960,357				
AVIONS-MARCEL DASSAULT				
• Multi-Engine				
AD-My.10	Falcon	1	1	3
AD-My.20	Falcon	0	0	1
AD-My.50	Falcon	3	3	21
TOTAL		4	4	25
EMBRAER				
• Single-Engine				
EMB-200		0	0	0
EMB-201A	Ipanema	3	3	7
EMB-710	Carioca (Dakota)	1	1	1
EMB-711	Corisco (Arrow)	0	0	0
EMB-712	Tupi (Archer II)	0	0	0
EMB-720	Minuano (Saratoga)	0	0	1
EMB-721	Sertanejo (Saratoga)	0	0	2
• Multi-Engine				
EMB-110	Bandeirante	2	2	9
EMB-121	Xingu	0	0	3
EMB-810D	Seneca II	5	5	21
EMB-820	Chieftain	0	0	0
TOTAL		11	11	44
FAIRCHILD AIRCRAFT CORP.				
• Multi-Engine				
Metro IIA		0	0	2
Metro III		1	1	13
Merlin III-C		0	0	0
Merlin IV-C		0	0	5
TOTAL		1	1	20
(Exports: 1 Metro III to Belgium)				
GATES-LEARJET				
• Multi-Engine				
LR-25D		0	0	3
LR-35A		0	0	9
LR-36A		2	2	2
LR-55		0	0	16
TOTAL		2	2	30
GULFSTREAM AEROSPACE				
• Single-Engine				
GR-164	Agcat	0	0	1
• Multi-Engine				
GR-47	Cougar	0	0	0
GR-1159A	Gulfstream III	2	2	16
AE-840	Turbo Commander	0	0	2
AE-900	Commander 900	0	0	4
AE-980		0	0	1
AE-1000		0	0	9
TOTAL		2	2	33
Manufacturers net billing - $19,700,000				
(Exports: 1 Gulfstream III to Saudi Arabia)				
ISRAEL AIRCRAFT INDUSTRIES				
• Multi-Engine				
1124	Westwind	0	0	0
TOTAL		0	0	0
LAKE AIRCRAFT				
• Single-Engine				
LA-4-200	Buccaneer	1	1	9
TOTAL		1	1	9
MAULE AIRCRAFT				
• Single-Engine				
M-5-180C		0	0	2
M-5-200		0	0	1
M-5-235C	Lunar Rocket	0	0	1
M-6-235		3	3	8
TOTAL		3	3	12
MITSUBISHI				
• Multi-Engine				
Solitaire		0	0	0
Marquise		1	1	10
Diamond		1	1	14
TOTAL		2	2	24
MOONEY AIRCRAFT CORPORATION				
• Single-Engine				
M-20J	201	8	8	28
M-20K	231	4	4	35
TOTAL		12	12	63

PIPER AIRCRAFT CORP.		Jan. 83	Cal. Year	Fisc.† Year
• Single-Engine				
PA-18-150	Super Cub	0	0	33
PA-38-112	Tomahawk	6	6	13
PA-28-161	Warrior	12	12	41
PA-28-181	Archer II	8	8	37
PA-28-236	Dakota	2	2	9
PA-28RT-201	Arrow IV	0	0	4
PA-28RT-201T	Turbo Arrow IV	3	3	21
PA-32-301	Saratoga	3	3	14
PA-32-301T	Turbo Saratoga	1	1	3
PA-32R-301	Saratoga SP	1	1	10
PA-32R-301T	Turbo Saratoga SP	1	1	11
PA-36-375	Pawnee Brave	10	10	42
• Multi-Engine				
PA-23-250	Aztec	0	0	0
PA-31-310	Navajo	0	0	2
PA-31-325	Navajo C/R	0	0	3
PA-31-350	Chieftain	2	2	15
PA-31T-301T	Cheyenne I	1	1	6
PA-31T-620	Cheyenne II	6	6	8
PA-31T2-620	Cheyenne II XL	2	2	5
PA-42-720	Cheyenne III	0	0	7
PA-34-200T	Seneca II	0	0	0
PA-34-220T	Seneca III	10	10	39
PA-44-180	Seminole	0	0	0
PA-44-180T	Turbo Seminole	0	0	1
PA-600A	Aerostar	0	0	0
PA-600B	Aerostar	0	0	0
PA-601P	Aerostar	0	0	0
PA-602P	Aerostar	2	2	6
PA-T1020		0	0	1
PA-T1040		1	1	7
TOTAL		71	71	338

Manufacturers net billing - $15,035,800

ROCKWELL INTERNATIONAL		Jan. 83	Cal. Year	Fisc.† Year
• Multi-Engine				
NA-65	Sabreliner	0	0	0
Model 60		1	1	1
TOTAL		1	1	1

SHORT BROTHERS LTD.				
• Multi-Engine				
SBJ-CS-7	Skyvan	0	0	0
SD-3-30		0	0	0
SD-3-60		2	2	5
TOTAL		2	2	5

UNIT SHIPMENTS COMPARATIVE TREND: 20 MANUFACTURERS

	January			Cal. Year to Date			Fisc. Year to Date†		
	1983	1982	1981	1983	1982	1981	1983	1982	1981
Beech	16	59	92	16	59	92	118	337	423
Bellanca	-	-	0	-	-	0	-	-	5
British Aerospace	1	2	2	1	2	2	8	12	12
Britten-Norman	0	1	4	0	1	4	6	9	18
Cessna	101	197	334	101	197	334	438	1,123	1,911
Dassault	4	8	6	4	8	6	25	25	27
Embraer	11(5)	20(7)	26(12)	11(5)	20(7)	26(12)	44(19)	68(34)	146(46)
Enstrom	*	*	5	*	*	5	*	8	17
Fairchild	1	4	0	1	4	0	20	40	3
Gates	2	5	7	2	5	7	30	49	45
Gulfstream	2	5	12	2	5	12	33	49	83
Israel	0	4	2	0	4	2	0	13	12
Lake	1	1	3	1	1	3	9	11	19
Lockheed	-	-	0	-	-	0	-	-	0
Maule	3	2	3	3	2	3	12	9	13
Mitsubishi	2	1	2	2	1	2	24	13	12
Mooney	12	20	19	12	20	19	63	92	93
Piper	71	83	175	71	83	175	338	552	799
Rockwell	1	2	13	1	2	13	1	6	43
Short	0	1	0	0	1	0	3	4	5
TOTALS	222	402	691	222	402	691	1,147	2,386	3,586

Parentheses show actual Embraer deliveries, not including aircraft kits.

* Figures are not available from the manufacturer.
† Fiscal Year: Oct. 1 through Sept. 30.